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2020

document version

Publisher's PDF, also known as Version of record

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citation for published version (APA)

Abdallah, G. K. (2020). *Differences between Entrepreneurs in Tanzania's Informal and Formal Sectors: Opportunities, Growth and Competencies*. [PhD-Thesis - Research and graduation internal, Vrije Universiteit Amsterdam].

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DIFFERENCES BETWEEN ENTREPRENEURS IN TANZANIA'S INFORMAL AND FORMAL SECTORS: Opportunities, Growth and Competencies

In this PhD thesis the concept of identification and exploitation of entrepreneurial opportunities, firm growth, competencies development and motivation were investigated, to determine differences between entrepreneurs in the formal and informal sectors in a least developed country. The PhD thesis consists of 5 empirical studies, in which 180 entrepreneurs in the formal sector and 397 entrepreneurs in the informal sector in 7 different regions in Tanzania were surveyed. Based on sample responses, the empirical studies reveal that entrepreneurs in the formal sector develop competencies, and identify and exploit entrepreneurial opportunities more than entrepreneurs in the informal sector. On the bases of the findings, a number of contributions with regard to theory and practice are discussed, and limitations and recommendations for future research are highlighted.

About the author

Gorah K. Abdallah is a lecturer employed by the Tanzania Institute of Accountancy (TIA), Tanzania. He holds an advanced diploma in Accountancy from the Institute of Finance Management (IFM), Tanzania, a Master of Finance and Banking from Mzumbe University, Tanzania, and a Master of Philosophy from Maastricht School of Management, the Netherlands. In 2015 he joined the Vrije Universiteit Amsterdam for a PhD research focused on the differences between entrepreneurs in Tanzania's informal and formal sectors: opportunities, growth and competencies.



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GORAH K. ABDALLAH

